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SeaPort Enhanced

OGC Conference
27 April 2004

Current Services Paradigm

- Required to meet OSD requirements for 50% of Service Contracting to be Performance-Based by FY05, now 100%
- Contribute NAVSEA's share of the NAVY's Strategic Sourcing budget realignment: $250M
- Needed a means to buy services as a corporation
- Integrate e-commerce principals into the acquisition process

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SeaPort I

- Award of SeaPort I – 1 April 2001 to 21 MACs
- HQ centered Professional Support Services
- Contained a rolling admissions clause, caps on fees and pass throughs, and a guaranteed savings clause for the conversion of tasks to performance based
- Savings estimated at 7-10% on previous acquisitions and immeasurable process savings – in some cases 25-30%
- Over $50M ≈ 70 days
- Under $50M ≈ 35 days

Warfare Center Paradigm

- Hundreds of contracts (approx. 450 contractors) for similar services for various Warfare Centers scattered around country
- No consistent acquisition policy or strategy across enterprise
- Significant duplication in procurement costs
- Limited strategic relationships
- Business Information is limited

SeaPort–e Strategy

- Nationwide contracts for all Warfare Center service requirements
- Seven geographical zones
- Task Orders to be competed in the Zone corresponding for the Principle Place of Performance
- Contractors awarded MACs with a single or multiple Zones
- NSWC Dahlgren is the current contracting office for the MAC, however each task must be competed by the activity that has the requirement
- While non-mandatory, NAVSEA and Warfare Center leadership have stressed the importance of use

Contract Characteristics

- Five year base and two five year Award Terms - Total of 15 years
- Task orders that invoke Service Contract Act provisions must limit that effort to five years
- Only one MAC award per Company
- Rolling Admissions
- Cost and Fixed priced task orders permitted
- No Time and Material orders
- No Undefinitized Orders

Maximum Rates

- **Fee – Average 7.56%**
- **Pass Through – Average 3.46%**

  (Charge to administer subcontracts)
- **Guaranteed Savings – 3.66%**

  (Savings for conversion to Performance Based TOs)
- **Escalation – 3.68%**

  (Increase in rates from year to year)

CLIN Structure

- **Firm - First 5 Years of Period of Performance**
  - Item 0001 – Cost Type
  - Item 0002 – Fixed Price
  - Item 0003 – ODCs
- **Award Term One – Second Five Years**
  - Item 0004 – Cost Type
  - Item 0005 – Fixed Price
  - Item 0006 – ODCs
- **Award Term Two – Third Five Years**
  - Item 0007 – Cost Type
  - Item 0008 – Fixed Price
  - Item 0009 - ODCs

Contract Requirements

- Research and Development Support
- Engineering, System Engineering and Process Engineering Support
- Modeling, Simulation, Stimulation, and Analysis Support
- Prototyping, Pre-Production, Model-Making, and Fabrication Support
- System Design Documentation and Technical Data Support
- Software Engineering, Development, Programming, and Network Support
- Reliability, Maintainability, and Availability (RM&A) Support
- Human Factors Engineering Support
- System Safety Engineering Support
- Configuration Management (CM) Support
- Quality Assurance (QA) Support
- Information System (IS) Development, Information Assurance (IA) and Information Technology (IT) Support
- Ship Inactivation and Disposal Support
- Interoperability, Test and Evaluation, Trials Support
- Measurement Facilities, Range, and Instrumentation Support
- Acquisition Logistics Support
- Supply and Provisioning Support
- Training Support
- In-Service Engineering, Fleet Introduction, Installation and Checkout Support
- Program Support
- Administration Support

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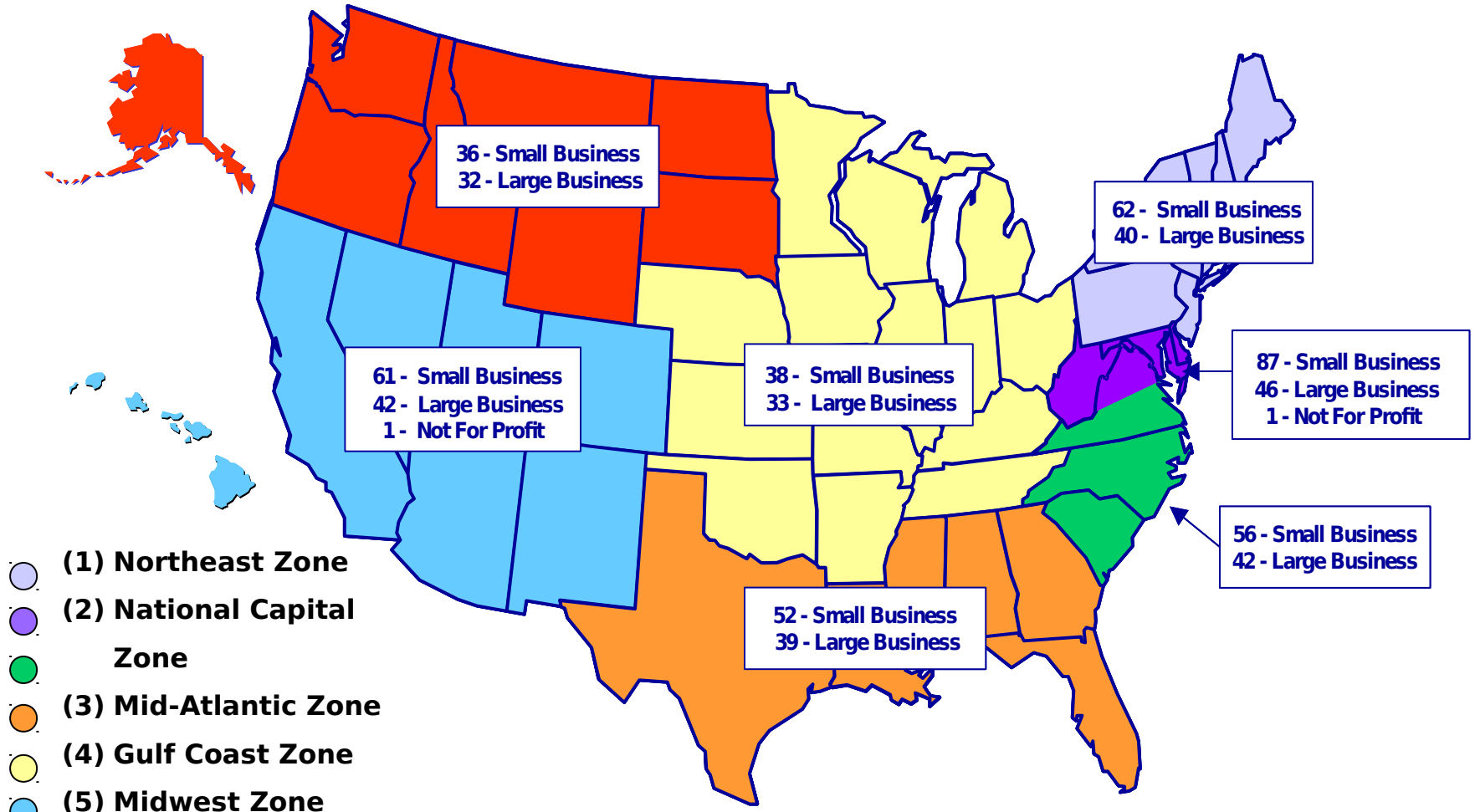
Zones



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Why a Zone approach?

- Preserves local vendor base
- Encourages small business participation
- Provides for future organization and management initiatives
- Facilitates contract organization/administration (rolling admissions and small business participation)

Rolling Admissions

- **MAC awards to new companies may be made when it is determined that a specific Zone(s) has met the criteria**
- **Common criteria**
  - ***Small Business Participation (Lesson Learned from SeaPort)***
  - **All requirements are fulfilled**
  - **Quality of performance by each Prime**
  - **Additional scope of effort are required**
  - **The need to increase the ceiling value of the contracts**
  - **Number, value and complexity of work assigned to each Prime**
  - **Adequate competition**
  - **Transaction costs for issuing orders**
- **Common schedule to evaluate criteria**
- **Admissions may be opened for select groups of requirements only or types of business, e.g. small business**

Administration

- **Zone Coordinator responsibility includes:**
  - Local industry liaison
  - Conduct Industry Days
  - Ensuring Small business participation is sufficient
  - Ensuring competition is healthy
  - Ensures that tasks are being developed objectively

- **Activity Ombudsman (Competition Advocate/Deputy for Small Business) responsibility includes:**
  - Protest/Dispute Resolution
  - Review Bundling Complaints
  - Review Exceptions to FASA

Small Business Strategy

- **Zone based strategy encouraged small business participation at prime level**
- **68% of MAC Awards to Small Businesses (103 of 151)**
- **MAC Small Business goals:**
  - **33% of obligated dollars will be awarded to small business primes**
  - **20% of obligated dollars to large businesses will be subcontracted to small business**
- **Actual subcontract performance a factor in Task Order evaluations and Award Term decisions**
- **Specific subcontracting goals and actuals should be obtained on each TO**

Small Business Strategy

- Each Task Order reviewed by each Deputy for Small Business for potential set asides
- Government will reserve the right to set aside any requirement – must be noted in the TO Solicitation
- Two Types of Set Asides
  - Complete Set Aside – 100% SB Set Aside
  - Cascading Set Asides – If the Government receives at least two proposals from small businesses, the Task Order will be set aside for only Small Business
- 8(a) Set Asides and SBIRs should not be awarded through SeaPort

General Philosophy

- Continue current processes as appropriate
- Provide each contractor a Fair Opportunity to Compete through competition - notify all contractors of solicitations
- Use the Portal for all Task Orders – its always available
- Technical community develops as much of the PR as possible before sending to Contracts
- Use Performance Based SOWs as much as possible
- Document source selection decisions and determinations
- Use two-step source selections if lots of offers are expected to quickly eliminate unqualified proposals

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The Portal

- Developed in 2001 for SeaPort and enhanced in 2004 for SeaPort-e
- Fully integrated, secure, on-line, e-commerce tool
- Available from any internet enabled computer in the world - fully NMCI compliant
- Must register - www.seaport.navy.mil
- Developed and managed by Aquilent
- Complete process – requirements determination through close-out
- Solicitations are posted to “Auction Services”
- Phase II of SeaPort-e enhancements includes interface to SPS-PD2

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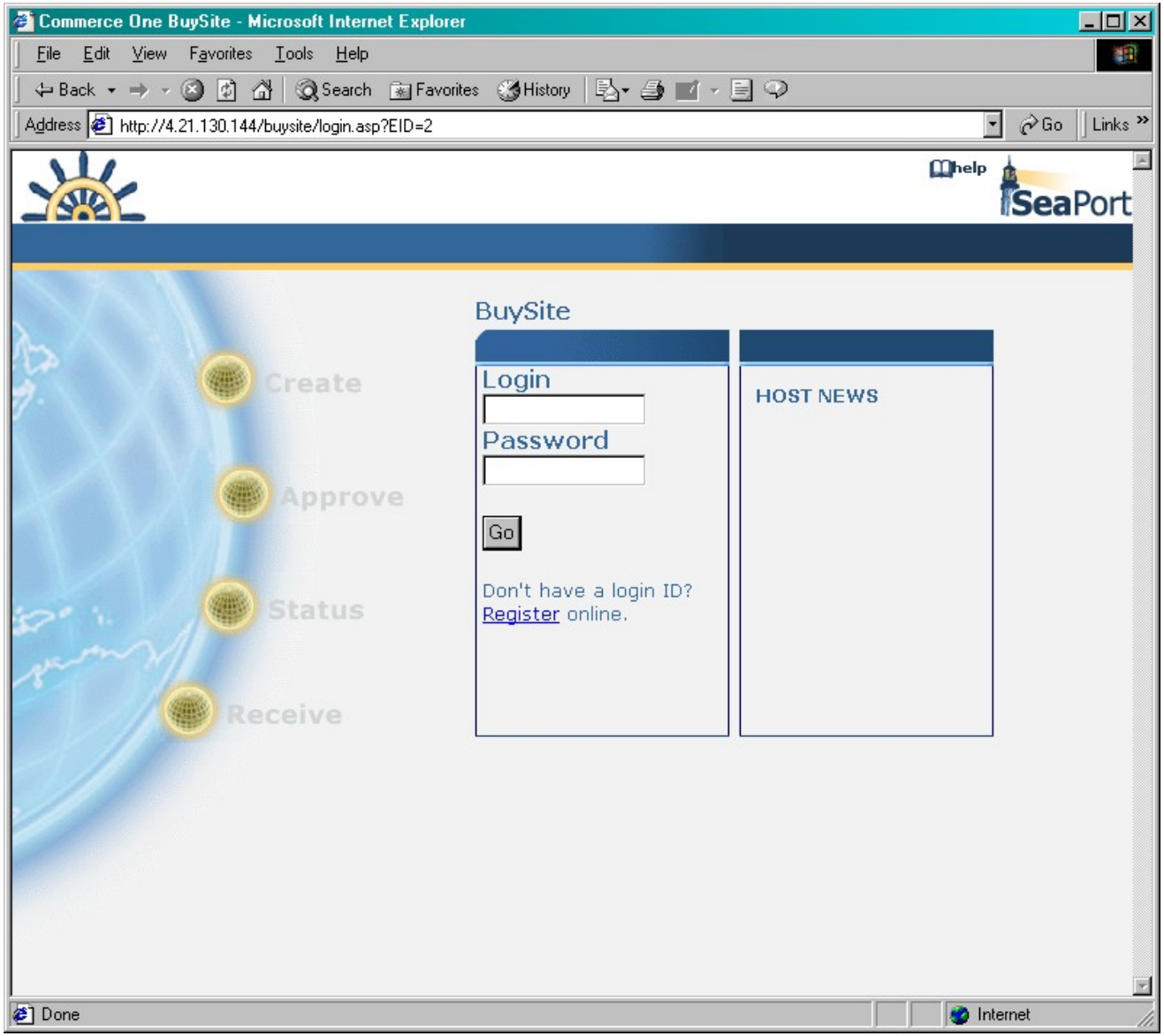
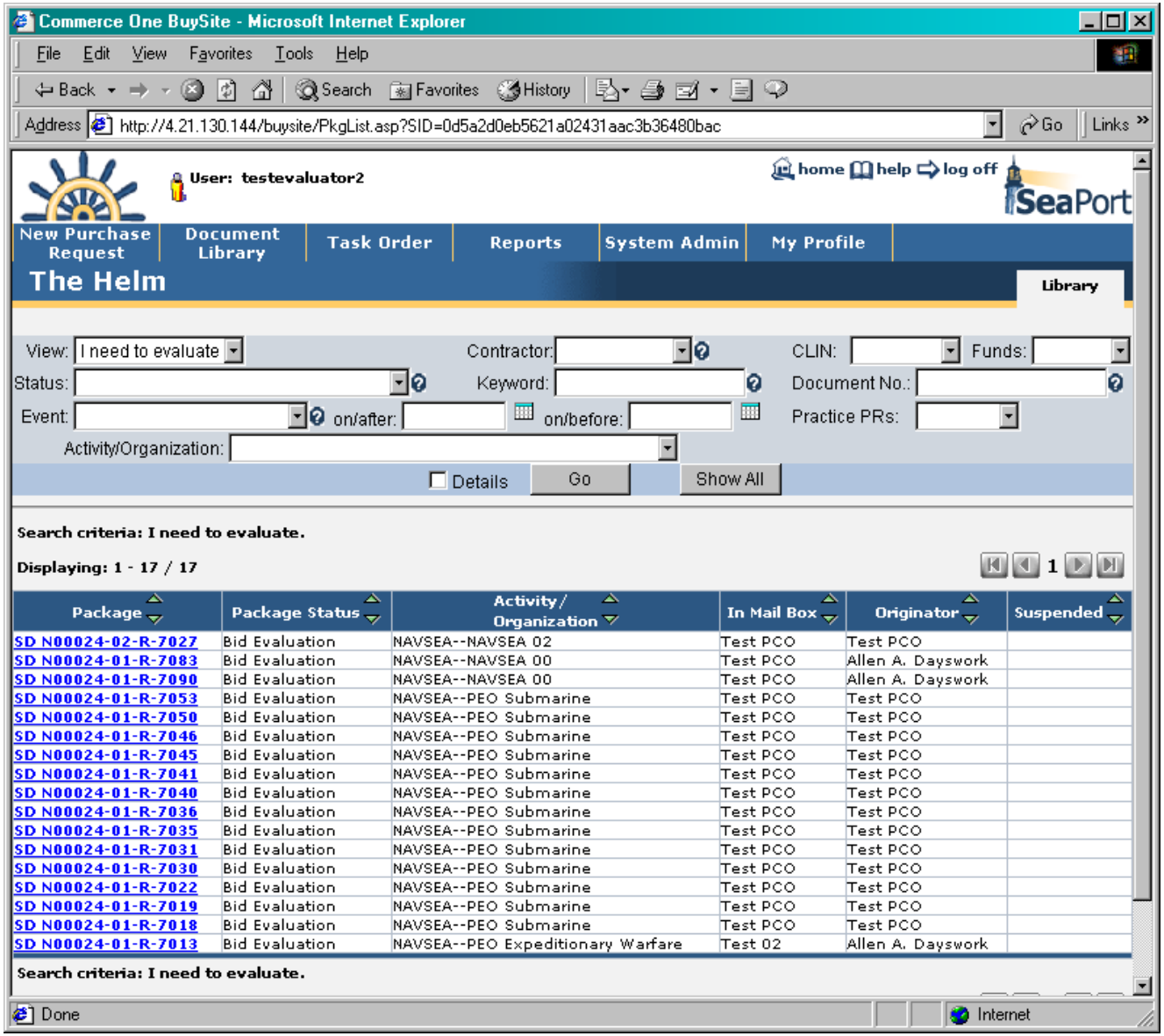
Portal - Login



Portal – Document Library


Commerce One BuySite - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Search Favorites History
Address http://4.21.130.144/buysite/PkgList.asp?SID=0d5a2d0eb5621a02431aac3b36480bac
Go Links
User: testevaluator2
home help log off
SeaPort
New Purchase Request
Document Library
Task Order
Reports
System Admin
My Profile
The Helm
Library
View: I need to evaluate
Contractor:
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Funds:
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SD N00024-01-R-7090 Bid Evaluation NAVSEA--NAVSEA 00 Test PCO Allen A. Dayswork
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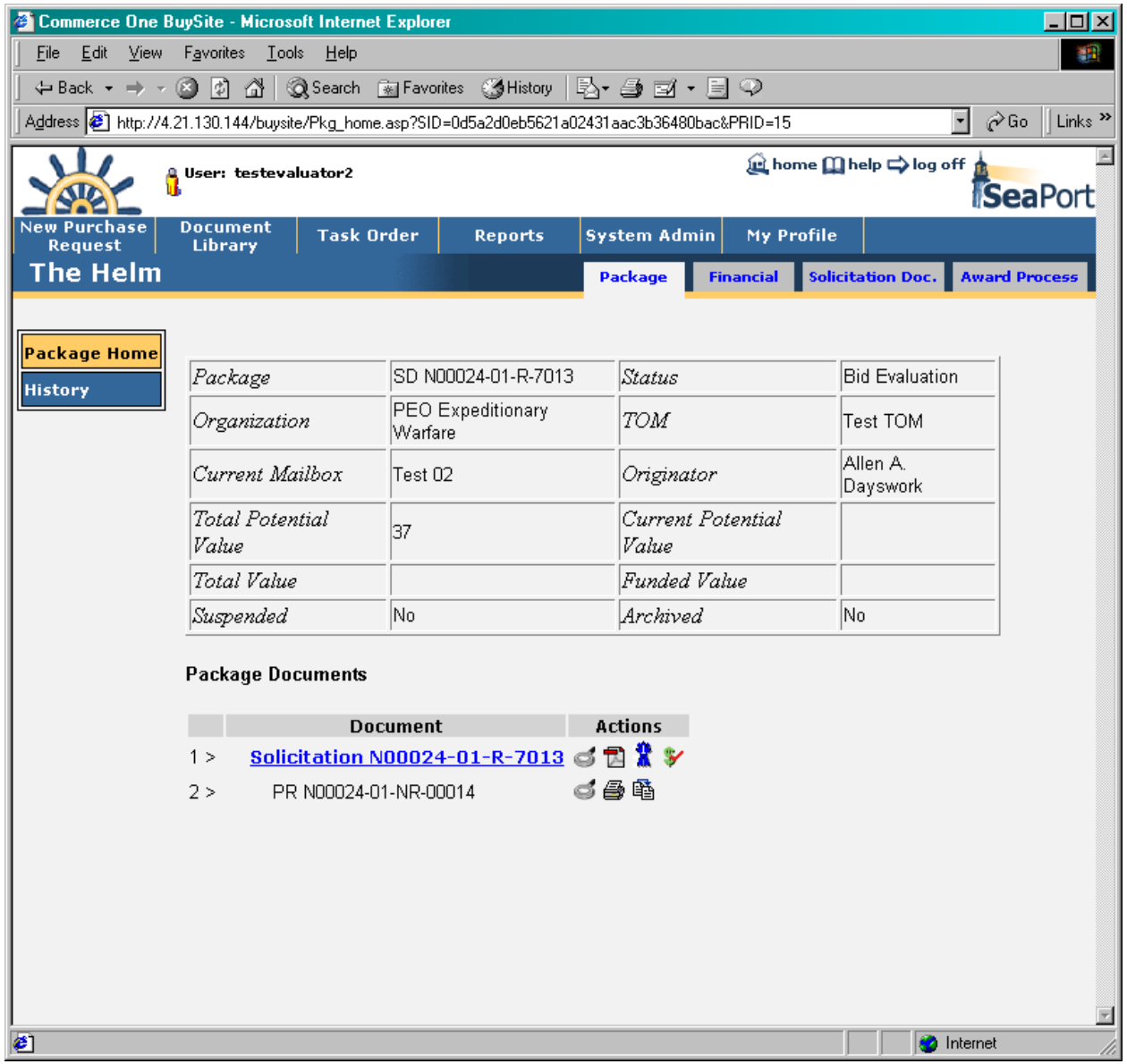
Search criteria: I need to evaluate.
Done
Internet

Portal – Package View



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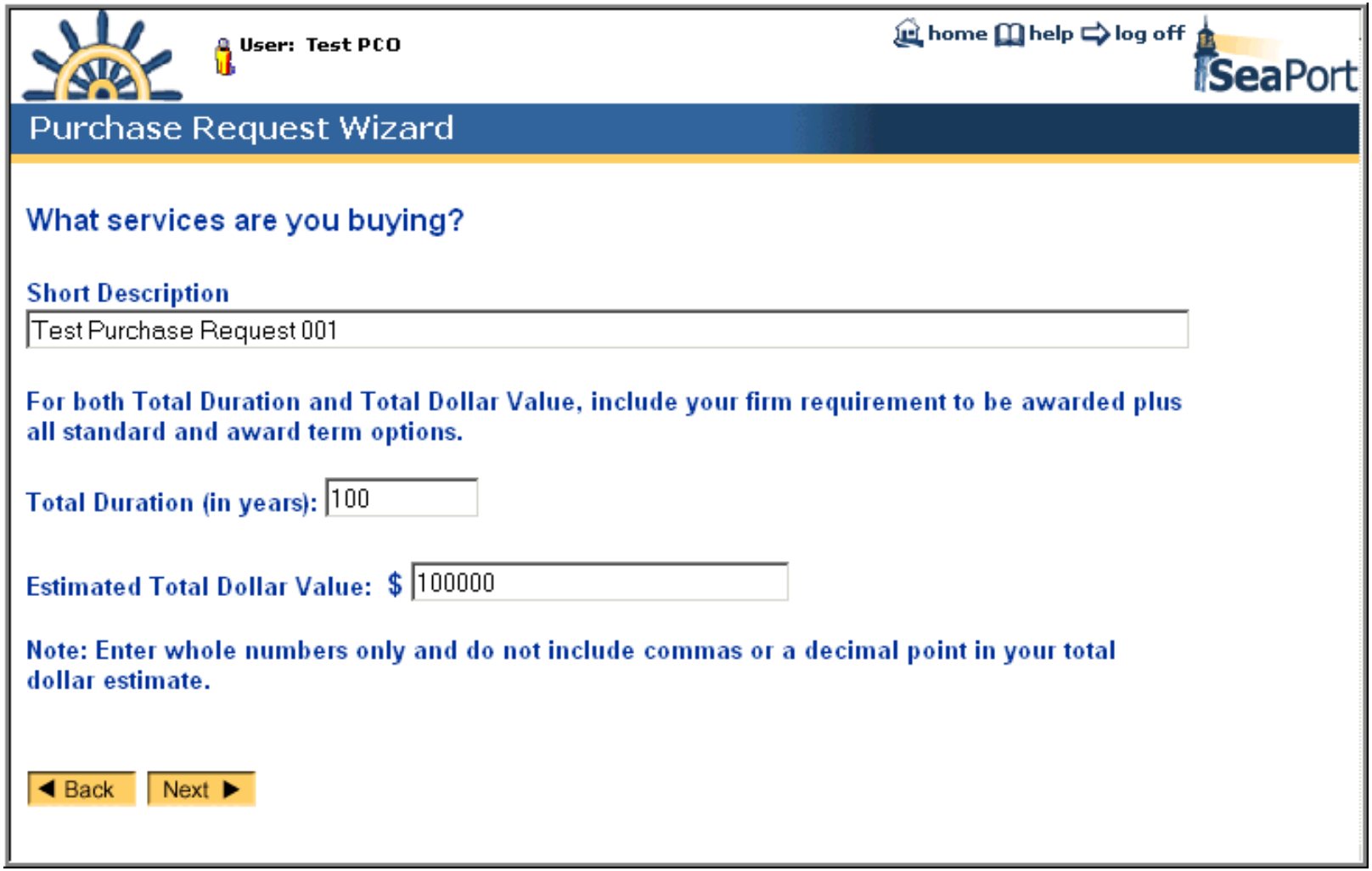
Portal – PR Wizard


User: Test PCO
home help log off
SeaPort
Purchase Request Wizard
What services are you buying?
Short Description
Test Purchase Request 001
For both Total Duration and Total Dollar Value, include your firm requirement to be awarded plus all standard and award term options.
Total Duration (in years): 100
Estimated Total Dollar Value: $ 100000
Note: Enter whole numbers only and do not include commas or a decimal point in your total dollar estimate.
Back
Next

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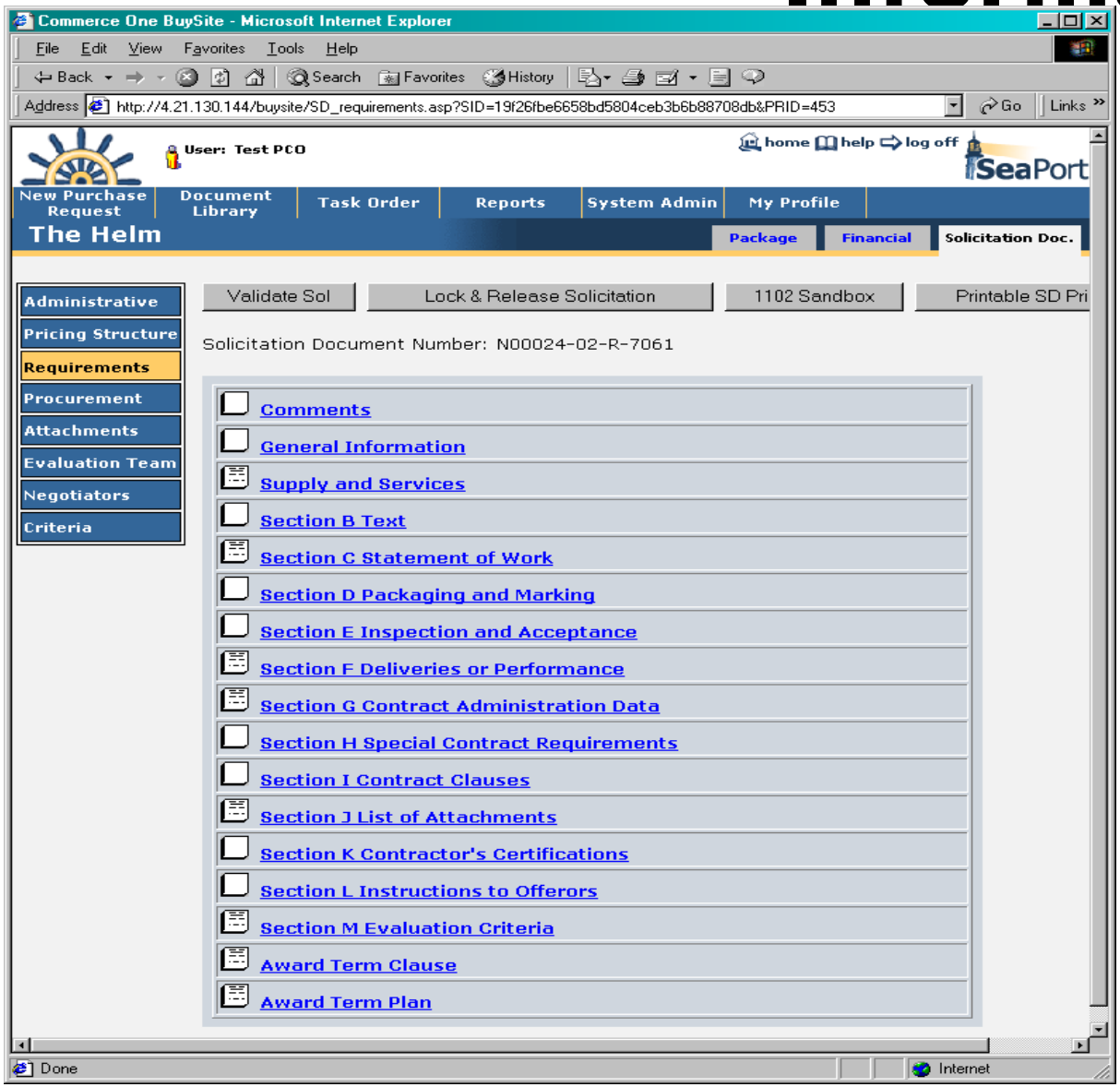
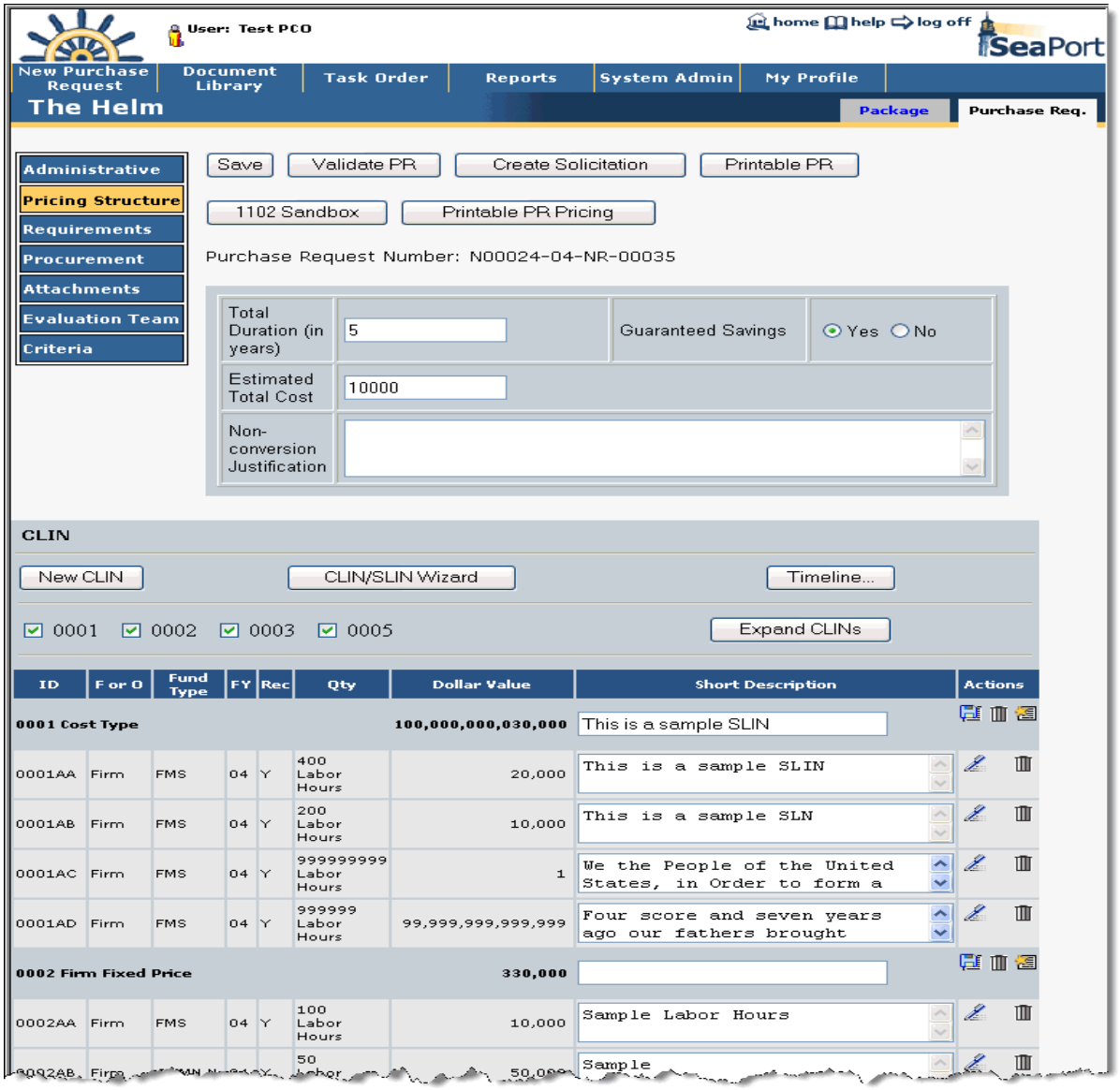
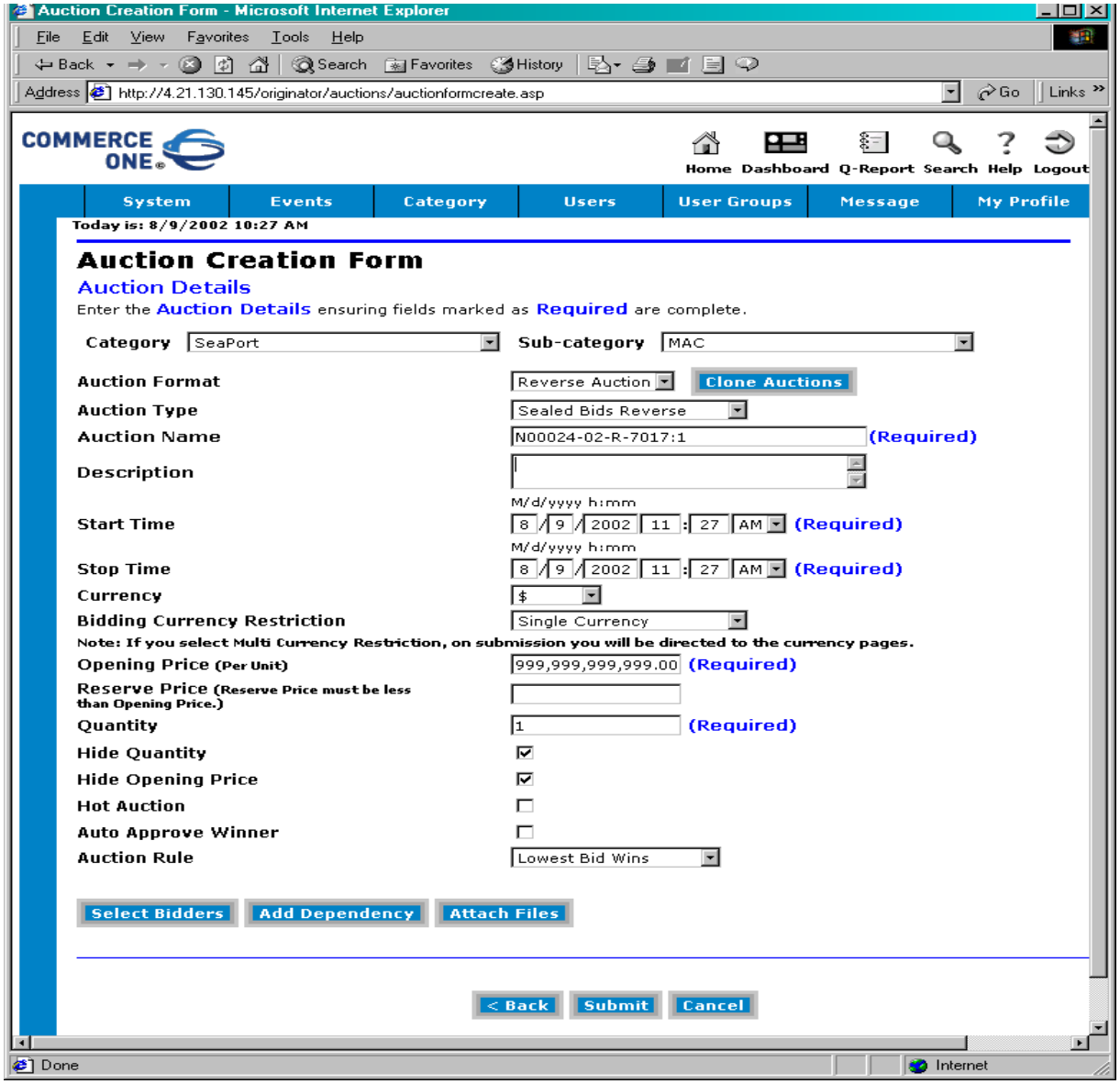
Portal – Contract Information



Portal – Pricing Structure



Portal – Auction Services


Auction Creation Form - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Search Favorites History
Address http://4.21.130.145/originator/auctions/auctionformcreate.asp
Go Links
COMMERCE ONE
Home Dashboard Q-Report Search Help Logout
System Events Category Users User Groups Message My Profile
Today is: 8/9/2002 10:27 AM
Auction Creation Form
Auction Details
Enter the Auction Details ensuring fields marked as Required are complete.
Category SeaPort
Sub-category MAC
Auction Format Reverse Auction
Clone Auctions
Auction Type Sealed Bids Reverse
Auction Name N00024-02-R-7017:1 (Required)
Description
M/d/yyyy h:mm
Start Time 8 / 9 / 2002 11 : 27 AM (Required)
M/d/yyyy h:mm
Stop Time 8 / 9 / 2002 11 : 27 AM (Required)
Currency $
Bidding Currency Restriction Single Currency
Note: If you select Multi Currency Restriction, on submission you will be directed to the currency pages.
Opening Price (Per Unit) 999,999,999,999.00 (Required)
Reserve Price (Reserve Price must be less than Opening Price.)
Quantity 1 (Required)
Hide Quantity
Hide Opening Price
Hot Auction
Auto Approve Winner
Auction Rule Lowest Bid Wins
Select Bidders
Add Dependency
Attach Files
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Submit
Cancel
Done
Internet

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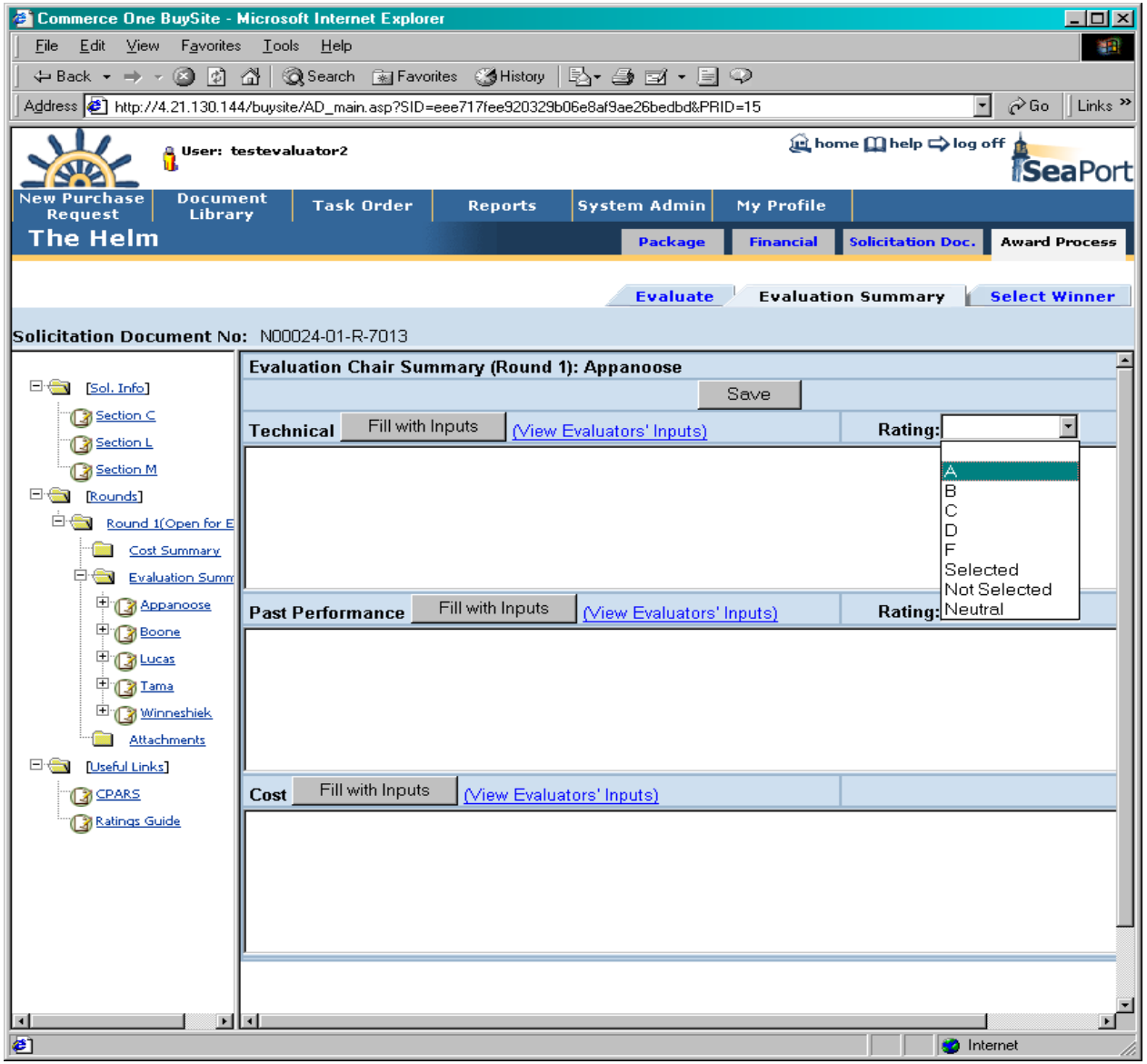
Portal - Evaluations



Common Questions

- **Can I still have locality requirements?**
  - Yes, place all unique requirements in Sections L and M.
- **Do I need to write a Business Clearance/J&A?**
  - All source selection decisions and rationale must be documented using current approval thresholds.
- **Can I incorporate CDRLs?**
  - SeaPort model is to incorporate data requirements in SOW, but CDRLs can be incorporated.
- **Must I convert to a Performance Based Task Order?**
  - No. Performance Based contracting should be used where appropriate and/or required.

Common Questions

- **Can reviews (legal, small business, comptroller, etc) be conducted electronically?**
  - **Yes. Read-only access, specifically for review purposes only have been incorporated into the Portal.**
- **Are DD350s created in the Portal?**
  - **Yes. Information that is obtained from task order basis is used to automatically generate a DD350. SEA 02 transmits these DD350s to PMRS. Each activity will received credit for their actions.**
- **Are Contractors limited to only a set of requirements?**
  - **No. They may propose on any of the 21 disciplines.**

seaport.navy.mil

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Harnessing Power, Navigating Change . . .
Take the Helm for professional service solutions
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What is SeaPort?
Using a combination of innovative contracting vehicles and electronic business techniques, SeaPort was initiated to maximize the efficiency and economy of the purchase of professional support services at the Naval Sea Systems Command (NAVSEA).
SeaPort automates the business process and reduces process costs while providing numerous benefits for the Program Manager, Contracting Officer, Contractor, and all Users.
I want to learn more about SeaPort!
SeaPort Enhanced (SeaPort-e) makes electronic procurement of Engineering, Technical and Programmatic support services at NAVSEA's Warfare Center community a reality. SeaPort-e extends the current procurement vehicle, SeaPort, by leveraging SeaPort's successful business model and efficiencies. The integration of SeaPort and SeaPort-e emphasizes NAVSEA's strong commitment to our customers and industry partners. Together, SeaPort and SeaPort-e will help NAVSEA reduce costs and promote business efficiencies in the effort to lead the Navy on a successful course.
I encourage you to navigate through this web site to learn more about SeaPort and SeaPort-e as well as our industry team partners. Thank you for visiting the SeaPort web site.
R.F. Sweeney
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